

Message Text

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ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

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----- 052551

R 161705Z APR 75
FM SECSTATE WASHDC
TO AMCONSUL KADUNA
INFO AMEMBASSY LAGOS
AMCONSUL IBADAN

UNCLAS STATE 086887

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: MAJOR PROJECTS ;;

REF: KADUNA 225, APRIL 1, 1975; KADUNA A-16,
--- NOVEMBER 17, 1974

1. REGRET DELAY IN REPLYING TO REFAIR. MESSAGE NEVER
REACHED COMMERCE. WE WERE UNAWARE OF IT UNTIL FOLLOW-UP
REFTEL ARRIVED.

2. MANY U.S. COMPANIES ARE EXPERIENCED AND CAPABLE OF
PERFORMING FEASIBILITY STUDY WORK, MASTER PLANNING,
ENGINEERING, CONSTRUCTION OR CONSTRUCTION SUPERVISION, AND
EQUIPMENT INSTALLATIONS FOR TYPES OF PROJECTS LISTED IN
REFAIR. MOST WOULD BE INTERESTED IN DOING BUSINESS IN
NIGERIA. HOWEVER, THE REQUESTED SHORT LISTS ARE BEING
POUCHED WITH THE FOLLOWING CAVEATS. FIRST, IT IS
IMPOSSIBLE TO PREDICT THE WILLINGNESS OF PARTICULAR
COMPANIES TO BID ON CONTRACTS FOR SPECIFIC PROJECTS
BECAUSE THEIR INTEREST IN JOBS DEPENDS UPON VARIOUS
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FACTORS INCLUDING PRESS OF BUSINESS ELSEWHERE. A COMPANY
THAT IS ANXIOUS TO SEEK CONTRACTS IN NIGERIA TODAY WILL
NOT BE ABLE TO DO SO IF ITS PERSONNEL AND EQUIPMENT BECOME
COMMITTED TO PROJECTS ELSEWHERE NEXT MONTH. SECOND, LISTS

MAY FALSELY IMPLY USG PREFERENCE FOR ONE COMPANY OVER ANOTHER. CARE SHOULD BE EXERCISED TO AVOID THIS IMPRESSION.

3. VIEW FOREGOING, BEST APPROACH MIGHT BE FOR CONSULATE INFORM STATE MINISTRY CONTRACTING OFFICERS THAT IT IS

IN THEIR INTEREST TO RECEIVE BIDS FROM SEVERAL SOURCES (BOTH FOR OBVIOUS REASONS AND BECAUSE WIDE COMPETITION MAY PRODUCE MORE FAVORABLE TERMS) AND OFFER PROVIDE NAMES OF COMPANIES INTERESTED IN PURSUING PARTICULAR PROJECTS AS THESE JOBS ARE READY FOR TENDER. UPON RECEIPT OF NOTIFICATION FROM CO4SLATE, MAOR EXPORT PROJECTS DIVISION WILL POLL INDUSTRY, QUICKLY, AND REPORT INTEREST BY QUALIFIED COMPANIES FOR TRANSMITTAL TO CONTRACTING OFFICERS. KISSINGER

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